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## A THEORY OF DISTRIBUTING FARM PRODUCTS

The problem of distributing farm products seems so big and unwieldy as to be nearly hopeless. Some new scheme is reported every few weeks. Yet the farmers continue shipping to wholesalers in the same old way. After the material pays three or four profits and sets of expenses, some of it comes back right to the neighborhood where it started from.

The National Agriculture Society formed the past week in New York is the latest organized effort to meet this situation. One of its principal ends is to promote cooperation and better marketing methods among the farmers.

Students of rural economies have long urged farmers to cooperate in establishing supply depots and storage warehouses, with refrigeration where necessary. The theory has been that then the local dealer would buy the bulk of his supplies from near home, saving no end of transportation and expense. The theory looks good. Yet it is slow in being adopted. Perhaps one reason is that the farmers, progressive as they may be nowadays, do not appreciate the necessity for publicity.

It will be of little use to assemble a great stock of farm products in a central warehouse, unless dealers and consumers in that section are made familiar day after day with the stock and prices there offered. Unless they are told what they can get there, the provision men would tend to keep on buying in the same old way and of the same old people, and paying too many profits and costs.

But if such cooperative warehouses would use the newspapers to a reasonable extent, they ought to be able to sell enough cheaper to get the business or a lot of it. No great amount of space in any one newspaper would be necessary. If it was a regular feature, readers would look for the announcement, and it would not need large type or display.

## GIRL STUDENTS AND DRESS

College girls were once thought of as angular and spectacled creatures who wasted little thought on personal appearance. They were supposed to be immersed in languages and theologies, and not to care for the allurements of the shops. Of late there is some criticism of overdressing by college and high school girls. The economics department of Ohio State University is one institution that has taken up this matter, and has arranged exhibits of simple clothes suited to girls of the class room.

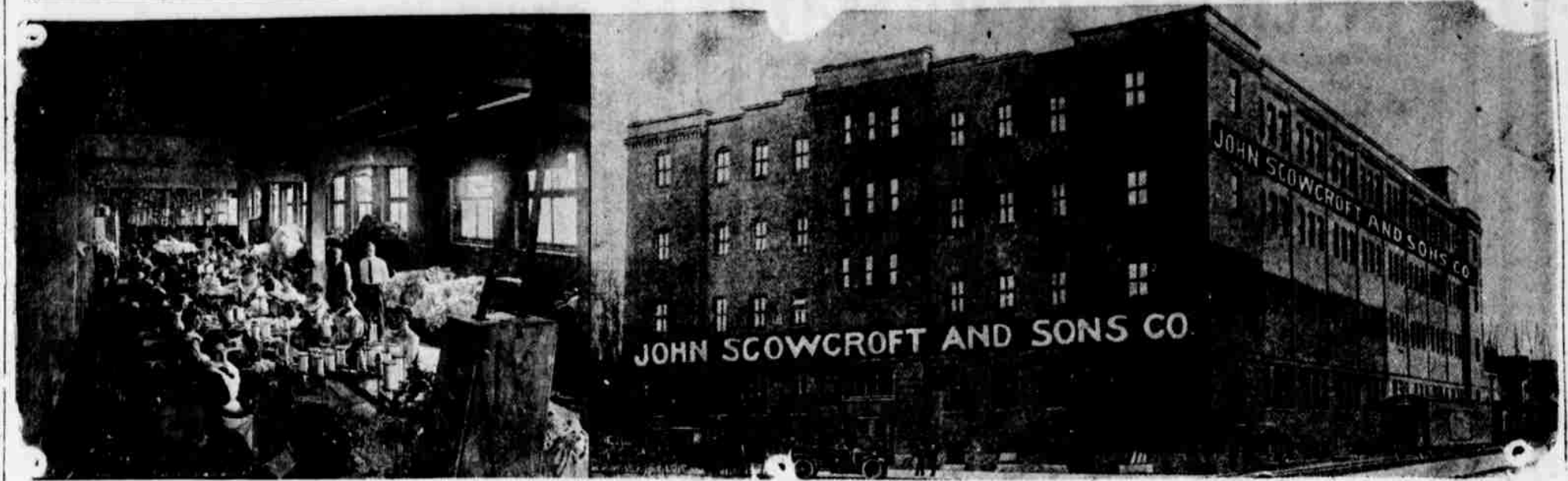
Several of our newspaper exchanges have recently remarked on the growing use of cosmetics by girl students. One constantly sees in the newspapers the report of some venturesome high school principal who has dared to interfere in the delicate matter of student apparel.

For a girl of the student age to resort much to elaborate dressing or other artificial aids to beauty, is significant of serious misunderstanding, both of life and of her own gifts. A fresh young face and the vivacious manner of youth are of themselves enough to please and to charm.

These effects are far superior to anything to be produced by manufactured accessories. When a girl resorts to artificial aid, it is a kind of confession that she has gone bankrupt on natural charm, that her birthright, the beauty of young womanhood has gone broke and that she must borrow of the beauty parlor.

It is an interesting footnote on the tendencies of the age, that the college girl is being complained of for overdressing. In pioneer days of

# OGDEN BOASTS OF HAVING THE BEST EQUIPPED WORK CLOTHES FACTORY IN THE ENTIRE WEST



JOHN SCOWCROFT &amp; SONS CO. HOME OF "NEVER-RIP"

Within the walls of one great Ogden establishment is not only included the greatest work clothes manufactory in the West but also the largest wholesale grocery, dry goods and furnishing house in the entire Intermountain country, besides a large knitting factory.

That establishment is the John Scowcroft & Sons Co. plant, located in two large buildings connected by a viaduct.

Had any one prophesied a few years ago, that Utah would in 1916, have the largest and best equipped work clothes factory in the entire West, he would have been considered as hazarding a foolish guess.

But today the fame of Never Rip overalls and work clothes has spread so far, the demand has been so great for Maderite workshirts and knit underwear that this has become an accomplished fact and thousands upon thousands of these garments are manufactured in a plant that is flooded with light and fresh air, where the men and women work with the best of machinery and utilize the best of materials.

These thousands of garments are

shipped to every city, town and hamlet of the intermountain country and are worn by the farmers, laboring men, miners, shopmen, machinists, railroad engineers, firemen and others.

There is a revelation in a visit to the Scowcroft plant, for its vastness, fresh air, light, modern machinery, are so different from many eastern factories which have brought the term of "sweatshop" to manufacturers. One sees in the faces of the employees that look which indicates pleasure in the work that is being done. The factory employs about 250 people. Its output of overalls and work pants per day is from 1500 to 1800 pairs, besides about 450 work shirts and a large number of L. D. S. garments and unionsuits.

The knitting factory of the plant was started in 1911 when the company installed the latest improved knitting machinery, making only L. D. S. garments. Soon the capacity was increased, and now the plant is turning out ladies, men's and children's union suits in a variety of grades in addition to L. D. S. garments.

In 1912 the company began the manufacture of overalls with twenty five machines. Never Rip overalls were the initial product of this department. So quickly did the demand develop for these that a plant increase was made within a few months, and since then there have been several enlargements as to the machinery and the number of employees.

As the field for work clothes widened, the company began the manufacture of work pants and coats in khaki, whipcord, cottonades and corduroy. Because these met with the same favor as the overalls, the addition of work shirts was decided on and the Maderite brand came into existence.

This branch, too, has grown with rapidity, and today this factory makes shirts in sateens, chambrays and flannels in many different styles and colors.

Though this factory started less than five years ago with a small knitting equipment, it has grown until it is now the largest and best equipped work clothes factory between Omaha and San Francisco.

and one of the largest factories of any kind in Utah. That the company has maintained the quality throughout the entire development of the industry, has been shown by the constantly growing demand for Never Rips and Maderites. This demand is not growing alone in Utah, but throughout the intermountain country.

The making of overalls and work shirts in this modern factory shows the wonders of modern mechanical equipment.

The cutting room of the plant is unique. The cloth is placed upon tables about one hundred feet long. About one hundred thicknesses of the cloth are stretched from one end of the table to the other. The goods are then marked off from given patterns, then an electric cutter is used, that works its way through the mass of cloth with more ease than a hand saw cuts through wood.

The sewing machines are also automatic in their operation and one would think only guidance from the operator was necessary. Striking illustrations of this are in the making of buttonholes and sewing on of buttons. With wonderful accuracy,

the machines stitch around the spots marked for button holes and as this task is completed a knife automatically drops and cuts the hole. Buttons are placed in the sewing machine, the operator pushes a lever and the button is sewed on, the needle crisscrossing the thread with more regularity than can be done by the hand sewing.

Throughout the plant there are machinery marvels equally as interesting as those mentioned.

In the wholesale line, the Scowcroft Company has attained fame, for this company carries the largest lines of staple and fancy groceries, dry goods and furnishings in the west, while the Salus line of goods, including olives, olive oil, spices, extracts, drugs and similar goods, is manufactured and packed exclusively by this company.

While the Scowcroft plant has been in operation as a factory for about five years and has become one of Utah's largest plants its growth has only started. Each year there is a demand for further development and with the success of each division, this progress is constantly continued.

women's colleges, the students hungered for the world's treasure house of knowledge, and were indifferent to the subtle methods of feminine charm. Today girls' colleges attract all sorts and conditions of women. If this student body has faults, such as overdressing, they are the faults of the Girl of the Period.

## ROOSEVELT AND THE PRESIDENCY

The next American administration should be broadly national not partisan. The English Liberals have taken such Unionist leaders as Lord Lansdowne, Mr. Balfour, and Mr. Bonar Law into the innermost governing group. Something of that kind is needed here. If it should happen that Justice Hughes were chosen at Chicago, his support would not be strictly partisan.

Most Republicans and Progressives and also many Democrats would vote for him, chiefly by reason of their convictions about pending issues. On the other hand as the issues of the campaign are finally shaped it is likely enough that some Republicans and some Progressives will support President Wilson as more nearly representing their convictions.

The position of Colonel Roosevelt is in no way mysterious or difficult to understand. He is not an aspirant for the Presidency. He is in private life; and he is like any other citizen, under obligation to his fellow Americans to serve them in office if called upon. He has not been engaged in any dickering or bargain making with national or local leaders of the Republican or any other party. He is national not partisan, in views and methods. If he is voted for by delegates in the Republican convention at Chicago, it will be due to the preference of the delegates and to the sentiment that is behind them.

That Mr. Roosevelt is much more popular with the mass of voters than with the party politicians is evident enough. But the local candidates for offices in many states desire party success, and if they believe that the party can best win with Roosevelt they will not let the convention be dominated by the personal feelings of individuals who have some reason for being opposed to him.—Review of Reviews.

## MEAT AND ECONOMY

It is often remarked that the workmen of today cannot afford real meat. He may enjoy soups and

stews, but the luscious old time roast beef bone is supposed to be out of his reach.

A marketman was saying the other day that this is not the fact, however. Two women had just been in his place, one in very easy circumstances, and she bought a piece of 'round' at 22 cents a pound, no doubt getting an appetizing stew. The other was a woman of most limited means, and she called for one pound of 'rump,' which was 35 cents. As the dealer would not cut off less than two pounds, she paid her, 70 cents and marched off triumphantly with her choice dinner.

In the days when the market basket was more popular, people studied more carefully the virtues of different sections of the 'beef cretor' as the old timers called it. One man said he always tried to get a piece off the round next the rump. He could tell by the shape of the piece when the meat cutter was not near enough to the rump. He would go out and come back later, and get a choicer cut for the same money.

The saving made by cheaper cuts is less than formerly. Too many people are asking for them. The United States cook book issued a few years ago, giving suggestions for using cheap cuts, was one of the most popular of the government publications.

Many people derided the idea of the government interfering in the kitchens. All the same, this little book gave many people ideas about dealing with the meat combine. In a time when population is increasing and cattle decreasing, not every one can have rump steak. The selection of meat for the family table is an interesting study and in these times of high prices, is worthy of careful personal attention.

In Farm and Fireside is an account of a California fig tree whose annual crop at retail prices would average one hundred dollars. The tree is of the mission variety. It was planted thirty years ago, is forty-six feet tall and has a spread of limbs reaching fifty-four feet. It bears a ten or more of figs every year.

Soil specialists have been preaching for years that the only way to preserve the nitrogen in farm manure is to place it directly on the land before the nitrogen has evaporated. The old practice of heaping manure up in the weather and hauling it off

to the fields once a year, is no longer profitable.

The newspaper is the street that runs through the minds of the community. Your nameplate ought to be on that street.

## MAKE A MILLION IN SIXTY DAYS

Tulsa, Okla., May 6.—Oklahoma's greatest oil well is the title that has been given the Gypsy Oil Company's and Frank A. Gillespie's well in the Jackson Barnett allotment in the heart of the world famous Cushing oil pool.

This well has produced more than 500,000 barrels of the highest grade oil in the southwest and has made its owners nearly \$1,000,000 in sixty days.

Two years ago the Gypsy & Gillespie Co., drilled this now famous well to the Bartlesville sand at a total depth of about 2600 feet. It started off in that sand at about 1500 barrels, but in a few weeks had declined to the pumpers class, as did most of the Bartlesville sand wells.

Oil Begins to Flow

Sixty days ago the owners decided to drill it deeper to the Tucker sand, which is supposed to lie about 100 feet below the Bartlesville. This was done, and at one foot in the Tucker sand the oil began to flow over the derrick. This new flow increased every hour until all the tanks were filled and the surplus was running down the creek. Within 48 hours a gauge was taken which showed the well to be producing at the rate of \$900 barrels of oil every 24 hours.

Three different pipe concerns laid lines to the well, but even then were unable to take care of the oil and much of it was wasted. Oil men who were familiar with the Tucker sand, declared the well would not be making a barrel of oil, but only salt water in a week. This has been the history of Tucker sand wells in the north part of the field, but the Gypsy Gillespie well was to be the exception that proves the truth of such theories.

Best in State  
Within the last sixty days its daily production has declined to about 7500 barrels of oil per day, but at that it is by far the largest produc-

ing well in Oklahoma and in the entire United States, despite its age of sixty days in the Tucker sand.

Oil from this well has been selling at a premium of 50 cents a barrel which, the posted price of \$1.55, makes each barrel of oil it produces worth \$2.05. The owners declare this one well has produced 500,000 barrels of oil to date, which means that the owners have realized close to \$1,000,000 clear from this one well.

Other wells surrounding this kind were drilled to the Tucker sand and some of them got as high as 2400 barrels a day, but nothing approaching the original well has ever been found. It is just one of those freaks that make the oil business interesting, according to the geologists.

Frank A. Gillespie, already a millionaire of Tulsa, is spending his share of the profits in buying thoroughbred Shorthorn cattle for his two big ranches in Oklahoma and he never misses a stock show or sale in the United States. The Gypsy Oil Company's share of the profits goes to the shareholders in the Gulf Pipe Line Company of which the Gypsy is the producing subsidiary.

## TAKING HOTEL SILVER

New York, May 6.—Keeping the movable furniture in a hotel out of the hands of souvenir hunters is daily becoming a more and more com-

plicated task in New York City hotels.

One woman in the Waldorf Astoria hotel tried to walk off with a set of toilet articles in the Elizabethan suite worth \$300, and another woman became attached—literally—to a chafing dish in the Astor hotel. Both were recovered by house detectives and returned to their natural abiding places, while their whilom possessors shed tears of mortification.

At the Astor hotel a waiter served a woman with an order which came in a chafing dish. Later he found the chafing dish stand was empty. He searched and finally told a house detective, who followed the woman when she left the dining room. She walked slowly and thoughtfully, but she tinkled now and then about the knees. So a woman employe invited the diner into the women's dressing room and discovered the chafing dish securely tied beneath her skirts in the manner of the Chinese legerdemain artists. It was returned and there were no arrests.

## KEEPING UP TO THE MARK

"Spring fever," is not always a joke. If you feel dull and sluggish, tired and worn out, suffer from back ache or weak back, rheumatism, sore muscles, stiff joints or other indication of kidney trouble, it will pay you to investigate Foley Kidney Pills. They are highly recommended as prompt and efficient aids to health. Sold everywhere.—Adv.

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